



WVEC
613 Woodis Ave.
Norfolk, VA 23510

Media Strategies & Research - VA
11350 Random Hills Road
Suite 670
Fairfax, VA 22030

Contract # 828332

Schedule Dates 10/22/12-10/28/12
Advertiser Kaine for Senate (39035)
Agency/T-Code Media Strategies & Research - VA (1523)/155303
Product Political - US Senate (1176)
Brand DEMOCRAT (169542)
Salesperson Marsh, Penne (1523)
Sales Office WVEC - Norfolk
Buyer Name Vali, Chris
Phone/Fax (804) 359-7100 /
CPE 11103
Account Types National/Political Candidate - Agency
Billing Type Weekly/Irregular
Comments Kaine for Senate

Date Entered 05/09/12
Last Modified 10/19/12
Entered By Penne Marsh
CO-OP No
Headline #
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$10,354.50
Net Total \$58,675.50
Sales Tax

Norfolk (WVEC) (WVEC)

| By Broadcast Month | Spots | Rate |
|---------------------|-----------|--------------------|
| Oct. 2012 | 71 | \$69,030.00 |
| Grand Total: | 71 | \$69,030.00 |

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|-------------------|-----|----|----|----|----|----|----|----|-------|------------|-------------|-----------------------|---------------------------------|----------|
| 1.2 | Normal Line / SPOT | 10/22/12-10/26/12 | 10 | :30 | 5A- 5:58A (ET) | | 1 | 1 | 1 | 1 | 1 | | | 5 | \$0.00 | \$0.00 | Norfolk (WVEC) (WVEC) | LUR Rebate \$250 value for each | 10/19/12 |
| 2.2 | Normal Line / SPOT | 10/22/12-10/26/12 | 10 | :30 | 5:58A- 7A (ET) | | 1 | 1 | 1 | 1 | 1 | | | 5 | \$0.00 | \$0.00 | Norfolk (WVEC) (WVEC) | LUR Rebate \$450 value per each | 10/19/12 |
| 3.1 | Normal Line / SPOT | 10/22/12-10/26/12 | 4 | :30 | 7A- 9A (ET) | | 2 | 2 | 2 | 2 | 2 | | | 10 | \$1,000.00 | \$10,000.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 4.2 | Normal Line / SPOT | 10/27/12-10/27/12 | 10 | :30 | 7:58A- 9A (ET) | | | | | | | 1 | | 1 | \$0.00 | \$0.00 | Norfolk (WVEC) (WVEC) | LUR Rebate Value \$500 each | 10/19/12 |
| 5.2 | Normal Line / SPOT | 10/28/12-10/28/12 | 10 | :30 | 7A- 8A (ET) | | | | | | | | 1 | 1 | \$0.00 | \$0.00 | Norfolk (WVEC) (WVEC) | LUR Rebate Value \$80 each | 10/19/12 |
| 6.2 | Normal Line / SPOT | 10/23/12-10/25/12 | 10 | :30 | 9A- 10A (ET) | | | 1 | | 1 | | | | 2 | \$0.00 | \$0.00 | Norfolk (WVEC) (WVEC) | LUR Rebate Vaue \$220 per each | 10/19/12 |
| 7.1 | Normal Line / SPOT | 10/22/12-10/22/12 | 4 | :30 | 10A- 10:58A (ET) | | 1 | | | | | | | 1 | \$450.00 | \$450.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 8.1 | Normal Line / SPOT | 10/24/12-10/26/12 | 4 | :30 | 10:58A- 12P (ET) | | | | 1 | | 1 | | | 2 | \$600.00 | \$1,200.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 9.1 | Normal Line / SPOT | 10/23/12-10/23/12 | 5 | :30 | 12P- 12:57P (ET) | | | 1 | | | | | | 1 | \$170.00 | \$170.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 10.2 | Normal Line / SPOT | 10/25/12-10/25/12 | 10 | :30 | 3P- 3:58P (ET) | | | | | 1 | | | | 1 | \$0.00 | \$0.00 | Norfolk (WVEC) (WVEC) | LUR Rebate Value \$200 each | 10/19/12 |
| 11.1 | Normal Line / SPOT | 10/22/12-10/26/12 | 4 | :30 | 3:58P- 4:58P (ET) | | 1 | 1 | 1 | 1 | 1 | | | 5 | \$400.00 | \$2,000.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:



WVEC
613 Woodis Ave.
Norfolk, VA 23510

Media Strategies & Research - VA
11350 Random Hills Road
Suite 670
Fairfax, VA 22030

Contract # 828332
Schedule Dates 10/22/12-10/28/12
Advertiser Kaine for Senate (39035)
Agency/T-Code Media Strategies & Research - VA (1523)/1553035
Product Political - US Senate (1176)
Brand DEMOCRAT (169542)
Salesperson Marsh, Penne (1523)
Sales Office WVEC - Norfolk
Buyer Name Vail,Chris
Phone/Fax (804) 359-7100 /
CPE 11103
Account Types National/Political Candidate - Agency
Billing Type Weekly/Irregular
Comments Kaine for Senate

Date Entered 05/09/12
Last Modified 10/19/12
Entered By Penne Marsh
CO-OP No
Headline #
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$10,354.50
Net Total \$58,675.50
Sales Tax

| Norfolk (WVEC) (WVEC) | | |
|-----------------------|-----------|--------------------|
| By Broadcast Month | Spots | Rate |
| Oct. 2012 | 71 | \$69,030.00 |
| Grand Total: | 71 | \$69,030.00 |

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|---------------------|-----|----|----|----|----|----|----|----|-------|------------|-------------|-----------------------|--------------------|----------|
| 12.1 | Normal Line / SPOT | 10/22/12-10/26/12 | 4 | :30 | 4:58P- 5:29P (ET) | | 1 | 1 | 1 | 1 | 1 | | | 5 | \$1,200.00 | \$6,000.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 13.1 | Normal Line / SPOT | 10/22/12-10/26/12 | 4 | :30 | 5:29P- 5:58P (ET) | | 1 | 1 | 1 | 1 | 1 | | | 5 | \$1,300.00 | \$6,500.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 14.1 | Normal Line / SPOT | 10/22/12-10/26/12 | 4 | :30 | 6P- 6:30P (ET) | | 2 | 2 | 2 | 2 | 2 | | | 10 | \$1,500.00 | \$15,000.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 15.1 | Normal Line / SPOT | 10/22/12-10/26/12 | 4 | :30 | 6:58P- 7:28P (ET) | | 1 | | 1 | | 1 | | | 3 | \$1,350.00 | \$4,050.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 16.1 | Normal Line / SPOT | 10/24/12-10/24/12 | 4 | :30 | 9P- 10P (ET) | | | | 1 | | | | | 1 | \$5,400.00 | \$5,400.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 17.1 | Normal Line / SPOT | 10/25/12-10/25/12 | 4 | :30 | 10P- 11P (ET) | | | | | 1 | | | | 1 | \$3,600.00 | \$3,600.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 18.1 | Normal Line / SPOT | 10/22/12-10/26/12 | 4 | :30 | 11P- 11:35P (ET) | | 2 | 2 | 1 | 1 | 1 | | | 7 | \$1,300.00 | \$9,100.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 19.1 | Normal Line / SPOT | 10/27/12-10/27/12 | 4 | :30 | 11:30P- 12:05A (ET) | | | | | | | 1 | | 1 | \$1,300.00 | \$1,300.00 | Norfolk (WVEC) (WVEC) | late news after CF | 10/19/12 |
| 20.1 | Normal Line / SPOT | 10/28/12-10/28/12 | 4 | :30 | 11P- 11:35P (ET) | | | | | | | | 1 | 1 | \$1,300.00 | \$1,300.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 21.1 | Normal Line / SPOT | 10/24/12-10/26/12 | 4 | :30 | 11:35P- 12:02A (ET) | | | | 1 | | 1 | | | 2 | \$480.00 | \$960.00 | Norfolk (WVEC) (WVEC) | | 10/19/12 |
| 22.1 | Normal Line / SPOT | 10/26/12-10/26/12 | 4 | :30 | 10P- 11P (ET) | | | | | | 1 | | | 1 | \$2,000.00 | \$2,000.00 | Norfolk (WVEC) (WVEC) | 20/20 | 10/19/12 |

CONFIRMATION CONTRACT

| | | | | |
|-----------------------------|-------|-------------------|-------|-----------|
| Accepted-Agency/Advertiser: | Date: | Accepted-Station: | Date: | Comments: |
|-----------------------------|-------|-------------------|-------|-----------|

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

**FEDERAL CANDIDATE****STATE/LOCAL CANDIDATE**

To Avail Themselves of The Lowest Unit Charge During a Political Window, Federal Candidates Must Sign The Certification On Page 3

| | |
|---|---------------------------------|
| Station and Location: WVEC-TV Norfolk-Virginia Beach | Date: 5/8/2012 |
|---|---------------------------------|

I, Media Strategies and Research,
 being on behalf of: Tim Kaine, a legally
 qualified candidate of the Democratic political
 party for the office of: U.S. Senate
 in the Primary
 election to be held on Tuesday, June 12, 2012

do hereby request station time as follows:

| Broadcast Length | Time of Day, Rotation, or Package | Days | Class | Times per Week | Number of Weeks |
|------------------|-----------------------------------|------|-------|----------------|-----------------|
|------------------|-----------------------------------|------|-------|----------------|-----------------|

SEE ATTACHED SCHEDULE

The attached order should be regarded as a formal request for Equal Opportunities. We request that all rules regarding rates and access as defined by the Equal Opportunities clause in Section 315 of the Communications Act be enforced.

| | |
|--------------------------|--------------------------|
| Date of First Broadcast: | Date of Last Broadcast: |
| Monday, October 22, 2012 | Sunday, October 28, 2012 |

Total Gross Charges: \$41,715.00


Media Strategies and Research

 1580 Lincoln Street, Suite 510
 Denver, Colorado 80203
 (303) 989-4700

 11350 Random Hills Road, Suite 670
 Fairfax, Virginia 22030
 (703) 877-2000

828332

For programming that, in whole or in part, "communicates a message relating to any political matter of national importance," list the matters below:

I represent that the payment for the above described broadcast time has been furnished by:

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally-qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Warren Thompson

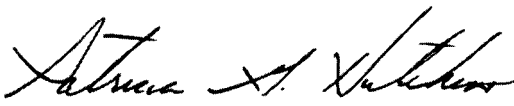
This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

Tuesday, May 08, 2012

Date



Signature

To Be Signed By Station Representative



Accepted



Accepted In Part



Rejected



Signature

Penne Marsh

Printed Name

NSC

Title



Media Strategies and Research

1580 Lincoln Street, Suite 510
Denver, Colorado 80203
(303) 989-4700

11350 Random Hills Road, Suite 670
Fairfax, Virginia 22030
(703) 877-2000